

JULY 2018 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

JUNE 30TH–JULY 2ND
SUMMER FANCY FOOD SHOW
NEW YORK CITY

JULY 25TH–28TH
AMERICAN CHEESE SOCIETY
CONFERENCE
PITTSBURGH

NEXT MONTH'S HOLIDAYS & EVENTS *time to start planning!*

END OF AUGUST
BACK TO SCHOOL

all month long...
NATIONAL SANDWICH, PANINI,
AND PEACH MONTH

ICON KEY:

Look for these icons throughout the newsletter for easy identification of ingredient & nutritional information that may be important to you.



ALL-NATURAL



ANIMAL WELFARE APPR.



CERTIFIED HUMANE



EGG-FREE



GLUTEN FREE



KOSHER



LOCAL



LOW SODIUM



NON-GMO



NUTS FREE



SOY FREE



SUGAR FREE



TRANS FAT FREE



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SUMMER REFRESHMENTS

As temperatures rise you will undoubtedly be reaching for a cool and refreshing beverage, so now is the time to take a closer look at the variety of beverages we have to offer.

Let's start with water. Water is a great thirst quencher and is essential for the body. Still, sparkling, spring—whatever your choice, we have many brands available from all over the world. Such as: Gerolsteiner from Germany.

LaCroix and Spindrift sparkling flavored waters, made in the USA. Perrier from France.

San Pellegrino, Acqua Panna and Smeraldina (*new to EI, see page 5 for more information*), all from Italy.

TyNant and Tau from Wales.

Ah, lemonade...the combination of sweet and sour makes it a beverage that appeals to kids of all ages. LeVillage, our exclusive brand, is imported from France. Read more about LeVillage on the back cover.

Healthy, fruit-filled beverages are a good choice for families. Here are a few to consider:

Hero Nectars from Spain.

Honest Kids (in easy to use grab-and-go pouches) and Martinelli's Apple Juice, both made in the USA.

We also have a lineup of sophisticated non-alcoholic beverages for adults. Try some of these at your next party: Berghoff Root Beer and Gale's Root Beer, Bruce Cost Ginger Ale, GuS Sodas, Maine Root Sodas, and Q Drinks, all made in the USA.

Fentimans from England.



A tall glass of iced tea is a summertime classic. Here are a few of the ready-to-drink bottled teas we offer:

Inko's and Honest Tea, both made in the USA and both included in the August promotions. Tea's Tea from Japan, available in four flavors.

For more information about the beverages we stock, please contact your sales rep.



UNDER THE DOME

Jeff Babcock, Cheese Specialist

DEER CREEK CHEESE

SHARING THE SIMPLE PLEASURE OF EXCEPTIONAL CHEESE

All items stocked in IL; Non-stock in TX and CA

1/22 lb Wheels:

7049517 THE FAWN

Sweet & Nutty Specialty Cheddar

A unique culture set gives this young cheese a sweet nuttiness with a full, complex Cheddar flavor not found in traditional bandage-wrapped Cheddars.

7049516 THE STAG

Bold & Nutty Specialty Cheddar

Select vats of The Fawn are chosen for further aging to allow for the development of the intense, bold flavor characteristics of The Stag. It is rugged, driving strong toffee and butterscotch notes, yet possesses the sweet finish of The Fawn. As it ages, The Stag develops a hint of crystalline crunch. Chosen as one of the "101 Best Cheeses of the Year" by *Culture Magazine*.

7049433 THE MOONRABBIT

Chartreuse Soaked Specialty Cheddar

The MoonRabbit is proof that the moon is truly made of green cheese. Deer Creek's cured, sweet finish Cheddar is bathed in Green Chartreuse liqueur. The Chartreuse adds a delicate herbal bouquet with hints of cloves, citrus, rosemary, and thyme that beautifully complements the cheese's creaminess while imparting a light green hue. This wheel comes wrapped in chartreuse colored foil for an unforgettable presentation.

1/6 lb Wheel:

7049402 THE BLUE JAY

Juniper Berry Infused Quintuple Crème Blue

Made using a Quintuple Crème Blue recipe, The Blue Jay is rich in texture with strong buttery notes. Juniper berries are crushed to release their perfume and infused throughout to complement the Blue strain's unique botanical essence. The result is a bold, yet utterly creamy Blue with a delicately piney bouquet that unfolds in your mouth. Try it melted on a New York Strip for a truly decadent meal.

1/12 lb Wheels:

7049515 THE ROBIN

True Old Fashioned Wisconsin Original Colby

A classic handcrafted Wisconsin Original Colby, The Robin has a firm, yet open and curdy body combined with a fresh buttery taste and a pleasantly salty finish.

7049434 THE DOE

Madagascar Bourbon Vanilla Bean Infused Cheddar

The Doe is a gracefully creamy handcrafted bandaged-wrapped Cheddar marbled with intoxicatingly aromatic pure Madagascar Bourbon vanilla bean. Freshly ground whole vanilla beans are added to the cheese; as it ages, the flavors become more mellow and penetrate. The result is a uniquely perfumed velvety Cheddar that is savory with a sweetly woody finish.

2/2.5 lb Loaves:

7049401 3 YEAR RESERVE CHEDDAR

Rich and Bold Hand Selected Specialty Cheddar

Deer Creek's 3 Year Reserve is a classic Extra Sharp Cheddar with a rich, bold flavor, and a creamy finish.

3929615 VAT 17 WORLD CHEDDAR

A Unique Blend of Cheddars from Around the World

The creation of this unique cheese began as a quest to capture the best flavor attributes from Cheddars around the world and blend them into one unique cheese. Vat 17 is bold and complex, with a tangy nuttiness that is unsurpassed. It is a highly decorated cheese, winning numerous awards worldwide.



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist



Angel's Salumi
& Truffles

Angel's Salumi & Truffles is on a mission to handcraft and cure authentic European-style salumi, following the finest traditions and using the best all-natural meats. They blend the flavors of the Mediterranean region in all of their gourmet salumi. We are happy to announce the addition of two new items to the Angel's Salumi & Truffles assortment: Elk Salami with Berkshire Pork and Classic Spanish-Style Lomo, both of which are made of 100% purebred Berkshire pork. These artisanal, small-batch and hand-tied items will live up to their gastronomic hype.



Stocked in IL; Non-Stock in TX and CA

7045964

ELK SALAMI WITH BERKSHIRE PORK
6/6 oz

This salami is made with free range, grass fed, Certified Humane, antibiotic-, growth hormone-, and steroid-free meat. It's herbacious with flavors of red port wine and fresh garlic flavor.



7046187

CLASSIC SPANISH-STYLE LOMO
6/6 oz

This is a Berkshire pork loin that has been dry cured and rubbed with four different kinds of Spanish paprika for an incredibly tender texture and bold flavor profile.



Stocked in IL, TX and CA

2764423 SOPPRESSATA PICCANTE

6/6 oz

This is a classic dry-cured Italian salame that has been seasoned with fennel and hot spices, fermented with red wine and grappa, and aged for three months. Pairs perfectly with a Pinot Grigio.

2764435 BLACK TRUFFLE SALAME

6/6 oz

This unique salame is made with the most tender and sweet Berkshire pork and is comprised of 5% black winter truffles for a very strong truffle flavor. The slight saltiness combined with red wine, Armagnac and spices provide for an unforgettable taste.

2764401 100% DUCK SALAME

6/6 oz

This rich, tender, French-style duck salame is made with 100% duck meat that has been certified cage-free and is flavored with red wine and black peppercorns.

2764383 VENISON & BERKSHIRE SALAME

6/6 oz

A mixture of venison and Berkshire pork meat, seasoned with red wine, juniper berries and black peppercorns. Its unique flavor goes very well with a rich red wine.

2764379 WILD BOAR SALAME

6/6oz

100% Texas Wild Boar prepared with Herbs and Wine to give an exceptional complexity of flavor and authentic flavor.

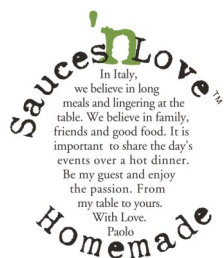
3454024 BERKSHIRE LONZINO

1 / 1.5 LB

This Berkshire Pork loin is massaged with herbs and garlic. It is then dried cured for 120 days.



SPECIALTY GROCERY



SAUCES MADE WITH CONFIDENCE

Sauces 'n Love sources 100% fresh, all natural ingredients—*organic when available*—to create sauces that are healthy and delicious. The fresh herbs are all natural and organic; their tomatoes come from the farm (never a can); and their olive oil is 100% extra virgin. Only the best ingredients in order to make the best sauces.

Sauces 'n Love is committed to have a “clean” label with as few ingredients as possible, which means never adding sugar or preservatives. The ingredients are hand prepped; the garlic, onion, and/or peppers are sautéed to create a solid base flavor; and the other ingredients are layered strategically so that each one is detectable by your palate. The sauces are cooked in small batches in order to offer a delicious and authentic dining experience, filled with tomatoes to make you happy and healthy! Not to mention, they're gluten free!

Sauces 'n Love offers two lines of pasta sauces and pesto: Sauces 'n Love and Scarpetta. The refrigerated Sauces 'n Love line is sugar free and incredibly delicious. The freshness of this sauce is truly what differentiates it from others available on shelves in the store. These sauces are good for 45 days after the sell by date. However, the shelf-stable Scarpetta line does not compromise on freshness or quality!

Even though the line is not refrigerated, the high-quality, unique ingredients will set this sauce apart. This line is also good for 45 days after the sell by date.

All items below are stocked in IL and non-stock in TX and CA

SAUCES 'N LOVE

7040877	Marinara Pizza Sauce	12/15.3 oz	
7040946	Pomodoro Basilico Pasta Sauce	12/15.3 oz	
7040949	Sugo Rosa Pasta Sauce	12/15.3 oz	
7040886	Genovese Pesto	4/32.5 oz	

SCARPETTA

7041094	Marinara Sauce	6/19.8 oz	
7041107	Tuscan Vodka Pasta Sauce	6/19.8 oz	
7040947	Genovese Pesto	6/6.25 oz	



The sofi Awards give unique and highly sought recognition to superior specialty foods and beverages from members of the Specialty Food Association. Winners of the sofi Awards are chosen because they represent culinary expertise and food innovation on a global scale. Here are a few of the recognitions Sauces 'N Love has received for their sauces:



- 2003 Finalist for Outstanding Pasta Sauce
- 2004 Finalist for Outstanding Product Line
- 2005 Finalist for Outstanding Foodservice Product
- 2005 Finalist for Outstanding Pasta Sauce
- 2005 Finalist for Outstanding Product Line

Sugo Rosa
Sauces 'N Love
Pesto
Sugo Rosa
Sauces 'N Love

SPECIALTY GROCERY, CONTINUED

SMERALDINA ARTESIAN WATER, PURE JOY OF LIVING



A.L.B S.p.A. and Smeraldina brand were established in 1985, and are the outcome of a brilliant entrepreneur's long experience. Giovanni Maria Solinas, born in 1926, was still a kid when he started profitably selling home-made soft drinks. And in 1955, with his wife, he created and produced his first real brand: Plubium.

Experience, passion for his work, and deep respect for not only the precious water but for consumers and employees, are some of the many values the founder, Giovanni Maria Solinas, has handed down to his five sons, Mauro, Riccardo, Marco, Nicola and Antonio. These values, along with an innovative managerial orientation, made A.L.B S.p.A. a model for efficiency and excellence.

Smeraldina natural artesian water originates from Sardinia, an island known everywhere for its natural beauty, its ancient traditions and the high number of centenarians. Its source is located in Gallura, far from major cities, industries and other pollution sources, where air is made clear and fresh by steady winds, strong enough to bend oak and mold rocks. Smeraldina originates from here, three hundred meters deep, in the pristine heart of a mountain that was considered sacred by the ancients: Monti di Deu, the Mountain of God. The planet's purest and compact granite filters and enriches Smeraldina water through a very long natural process, giving it outstanding properties.






Smeraldina is incredibly pure, fresh, and good-tasting. The perfect balance of sodium, chloride, bicarbonate, calcium and magnesium, and the ideal percentage of potassium, makes it beneficial for the body's well-being, at any age.

Not surprisingly, prestigious American magazine Gayot, which has been an authoritative and indisputable reference point to all good living lovers for fifty years, has included Smeraldina in the ranking of top ten mineral waters in the world.

Smeraldina products are designed to meet all the needs of daily life. They stand out due to high quality not only with regard to water, but also to their containers and packages, designed to ensure absolute freshness and long carbonation process, duration, to be robust, protective and ergonomic, as well as aesthetically unique and attractive.

The quality of Smeraldina product is mainly due to the pure and uncontaminated land where it was born. Environment is everything to A.L.B S.p.A. For this reason, it also supports outreach projects, especially targeting young people and schools. It is engaged in ongoing recycling initiatives. It pays the utmost care in selecting materials. Bottles are washed with a natural ozone solution created by the water itself and then rinsed out through high-pressure mineral water. Labels are applied with vegetable-based glue. Furthermore, over the production process nothing gets wasted, thanks to the quality management system coordinating all business processes, and as much as 66% of glass bottles are reused with a returnable system, thus minimizing environmental impact to the maximum extent and maximizing monetary savings. Try a bottle today and taste the pure joy of living!

All items below are stocked in IL and CA; Non-stock in TX

 		
7044971	Still (PET)	24/16.9 oz
  		
7044965	Sparkling (Glass)	24/8.5 oz
7044958	Sparkling (Glass)	20/16.9 oz
7044945	Still (Glass)	20/16.9 oz
7044956	Sparkling (Glass)	12/25.3 oz
7044970	Still (Glass)	12/25.3 oz
7044959	Sparkling (Glass)	12/33.8 oz
7044988	Still (Glass)	12/33.8 oz



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

A SHELL FOR ANY OCCASION



A new range of hand crafted tart shells are now available from Delifrance. These shells boast smooth, straight edges and are coated to preserve their crunchiness. The range is all-encompassing — it includes three shapes (round, square, and rectangular) in a number of sizes (anywhere from 1 inch in length to 4 inches) and three flavors (sweet, chocolate, and savory), giving you a world of possibilities. They are ready-to-eat, but can also be baked to use in a warm application. The thermoformed packaging gives each shell individual protection so breakage is kept to a minimum. Each item below comes with 5 trays in a case.

All items below are stocked in IL and non-stock in TX and CA

SWEET

SUPC	SHAPE	SIZE	WEIGHT/PIECE	PIECES/CASE
7050312	Round	2"	0.39-0.46 oz	100
7050502	Round	3"	1.06-1.09 oz	60
7050767	Round	4"	1.87-1.94 oz	40
7050504	Square	2"	0.53-0.56 oz	100
7050747	Square	3"	1.30-1.37 oz	60
7050757	Rectangle	2" x 1"	0.28 oz	240
7050748	Rectangle	4" x 1.5"	0.85 oz	75

CHOCOLATE

SUPC	SHAPE	SIZE	WEIGHT/PIECE	PIECES/CASE
7050744	Round	2"	0.39-0.46 oz	100
7050872	Round	3"	1.06-1.09 oz	60
7050749	Round	4"	1.87-1.94 oz	40
7050753	Square	2"	0.53-0.56 oz	100
7050866	Square	3"	1.30-1.37 oz	60
7050885	Rectangle	2" x 1"	0.28 oz	240
7050765	Rectangle	4" x 1.5"	0.85 oz	75

SAVORY

SUPC	SHAPE	SIZE	WEIGHT/PIECE	PIECES/CASE
7050755	Round	2"	0.39-0.46 oz	100
7050884	Round	3"	1.06-1.09 oz	60
7050849	Square	2"	0.53-0.56 oz	100
7050847	Square	3"	1.30-1.37 oz	60
7050769	Rectangle	2" x 1"	0.28 oz	240
7050764	Rectangle	4" x 1.5"	0.85 oz	75

INDUSTRY TRENDS

Retail & Foodservice

TRENDS SET TO SURGE THIS SUMMER

Instead of traditional burgers, ice cream cones, chips and soda, backyard barbecues this summer may include sriracha jackfruit, low-calorie ice cream, chili lime chips and tangerine sparkling water.

Mintel has used its global new products database to compile its 2018 Summer Food & Drink Trends report, forecasting four food and drink trends destined to define the summer of 2018. Two of these trends include Vegan Barbeques and Low-Calorie Ice Cream; below, we detail the other two of these trends.

BOLD SNACKS

As consumers watch the World Cup this summer, they will reach for snacks that feature bold, intense and exotic flavors. Thirty-six percent of U.S. consumers said they would buy more chips if there were new flavors to try.

A couple product lines that come to mind are One Potato Two Potato—with their *Mexicali Salsa*, *Savannah Sweet Onion*, and *Hawaiian BBQ kettle chips*—and Guinness—with their *Traditional* and *Rich Chili* flavors—packed full of flavor.

“When it comes to snacking, this summer will see strong flavors and textures that are specifically designed to go with alcohol that, no doubt, will be popular during the World Cup and barbecues alike,” said Ayisha Koyenikan, global food and drink analyst for Mintel. “Snacks that have strong textures and flavors hold up particularly well with beer and other alcohol and, thus, will win in popularity this summer.”

Another exceptionally bold snack that no doubt holds up to beer and other alcohol are Black Kassel Salami Whips. These Picante and Old Forest Whisps are similar in convenience and snack-ability to beef jerky, but with the elevated flavor you have grown to love from Piller’s. Kick your game watching grub up to the next level!



FLAVORED SPARKLING WATER

Traditional summer staples such as soda and lemonade are falling out of favor amid health concerns and government regulations such as sugar taxes.

To fill the gap, beverage manufacturers are offering flavored sparkling waters, “bringing naturalness and flavor to the soft drink market and presenting alternatives to sugar and artificial ingredients,” Mintel said. Consumers seem to be receptive to the swap, Mintel said, as 37% of Americans ages 25 to 34 have had flavored sparkling water in the last three months.

A prominent example is LaCroix, which makes flavored sparkling water using natural essential oils from fruit. Other lines we currently offer include Spindrift—with Raspberry Lime, Grapefruit, Blackberry, Lemon and Cucumber flavors— and Found Beverage Company—with unflavored as well as flavored options to choose from.



“The desire for unsweetened beverage options, along with consumer demand for more exotic flavors and unusual ingredients, is driving a trend toward more and more creative sparkling waters,” said Jenny Zegler, associate director of food and drink for Mintel. “Recently, innovation in this space has reached new heights. This summer, expect to see less lemonade and more truly original mineral waters with natural flavors far beyond lemon or cucumber.”

Source: Food Business News

FINDINGS FROM THE IDDBA

- Protein-packed snacks—from snacking cheeses to protein packed chips...even protein brownie bites!
- Convenience without compromising on flavor is high priority for consumers—try putting together individual servings of cheese, meat, and other high-protein items (like nuts) for a great grab-and-go option.
- Foodservice is on the rise, but one way for retail to combat the loss in sales is to create meal options using the ingredients found within the store.

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SWEET SUMMER REFRESHMENTS!

LeVillage sparkling lemonades are like summer in a bottle. Bubbles make anything more fun and LeVillage's drinks are a light and fruity breath of fresh air. Perfect for summer weddings and picnics.

Sparkling French lemonade initially appeared back in the XIXth century and was sold on the street by "limonadiers". Naturally flavored, these sweet, traditional French sparkling beverages have always been popular for their simple qualities, enjoyed by kids & adults alike.



1411778 Blood Orange Lemonade 24/11.18 oz
 Stocked in IL, TX and CA

1021409 Blood Orange Lemonade 12/24.4 oz
 Stocked in IL, TX and CA

Drink this naturally flavored blood orange sparkling beverage over ice or use it as a mixer.

1021353 Lemonade (Cloudy) 24/11.18 oz
 Stocked in IL, TX and CA

0413118 Lemonade (Cloudy) 12/24.4 oz
 Stocked in IL and CA; Non-stock in TX

This lemonade is the sparkling version of the traditional home-made lemonade with an added hint of lime. It has a tart lemony flavor and it is not too sweet.

1674987 Orange Sparkling Lemonade 24/11.18 oz
 Stocked in IL, TX and CA

1675012 Orange Sparkling Lemonade 12/24.4 oz
 Stocked in IL; Non-stock in TX and CA

Natural orange flavor, sparkling water and sugar come together to create this fruity sparkling beverage. The sweet orange flavor is sure to make it a popular choice for kids.

1265832 French Berry Lemonade 24/11.18 oz
 Stocked in IL, TX and CA

1431513 French Berry Lemonade 12/24.4 oz
 Stocked in IL; Non-stock in TX and CA

A refreshing lemonade made of carbonated water, beet sugar, citric acid and the natural flavor of French berries.

2298665 Sparkling Pink Lemonade 24/11.18 oz
 Stocked in IL, TX and CA

2212443 Sparkling Pink Lemonade 12/24.4 oz
 Stocked in IL and CA; Non-stock in TX

Another delicious sparkling lemonade with a refreshing citrus taste and all natural grapefruit flavor.

0871745 French Lemonade 24/11.18 oz
 Stocked in IL and CA; Non-stock in TX

0871758 French Lemonade 12/24.4 oz
 Stocked in IL and CA; Non-stock in TX

A more neutral version of lemonade, this sweet sparkling beverage is a delicate combination of lemon and lime. It makes an excellent mixer for cocktails.

1119971 Pomegranate Lemonade 24/11.18 oz
 Stocked in IL and CA; Non-stock in TX

1323165 Pomegranate Lemonade 12/24.4 oz
 Stocked in IL and CA; Non-stock in TX

With the growing interest in pomegranates this naturally flavored pomegranate sparkling beverage is sure to be a hit.

